

# ***PARTNERING THROUGH DIVERSITY***

## ***ADOT ANNUAL DBE CONFERENCE***



**More know-how! More opportunities!**  
**More information! More contacts!**

# **2007**



*Designed to introduce DBE businesses to the people and services available to help them succeed in doing business in the transportation industry.*





# ***PARTNERING THROUGH DIVERSITY*** ***ANNUAL DBE CONFERENCE***

## **Conference Highlights**

**Hands-On Bidding Lab!** Key personnel from Granite Construction will lead you through a half-day bidding lab where you will go from finding opportunities to winning the bid. Great as a refresher for both seasoned and new business developers and estimators, this step-by-step workshop will take you through an actual IFB.

**Up-to-date Training!** Get current, practical information and tools to help you run your business. Our business trainers are experts in their field and experienced business owners that can help you get the most out of your current resources. Don't miss this chance to learn and ask questions.

**Contractor Matchmaker Event!** Modeled after the successful event held in Tucson last year, here's your chance to meet the folks who have opportunities for you. Best of all, you will meet the primes and government buyers all in one place.

The Partnering Through Diversity Conference is brought to you by ADOT DBE Supportive Services Program. The conference is designed to introduce DBE businesses to the people and services available to help them succeed in doing business in the transportation industry. The ADOT Annual DBE Conference will help you build better working relationships with ADOT's staff, decision makers and prime contractors. Seminars are scheduled to help DBE companies increase their success and become more efficient in their work. Best of all, ADOT is keeping this conference affordable so that learning to be a better business does not have to be an economic hardship.

## **Conference Hotel Information**

Hyatt Regency Phoenix at Civic Plaza, 122 N. 2nd Street Phoenix, Arizona 85004  
Tel: 602 252 1234 Fax: 602 254 9472

The conference host hotel is the Hyatt Regency Phoenix in downtown Phoenix, Arizona. You may contact the hotel directly to make reservations, or for assistance in finding lodging more suitable to your needs, please call the conference planner, Patti Tellez, at (623) 505-4855.

## **About ADOT DBE Supportive Services Program**

The Arizona Department of Transportation DBE Supportive Services program provides managerial and technical assistance to certified Disadvantaged Business Enterprises (DBE) firms to help them develop the skills necessary to compete on highway construction projects. The program is used to meet the regulation in Title 49 of the Code of Federal Regulations, Part 26.

DBE Program Administrator: Lisa Wormington, [lwormington@azdot.gov](mailto:lwormington@azdot.gov)

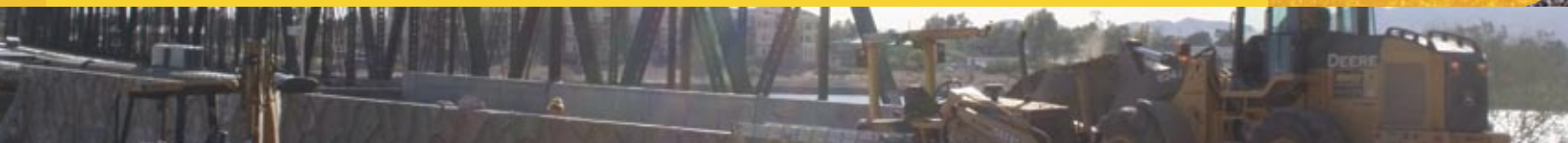
Certification Program Manager: Tom Moore, [tmoore@azdot.gov](mailto:tmoore@azdot.gov)

DBE Supportive Services Program Manager: Ralph Gonzales, [rgonzales@azdot.gov](mailto:rgonzales@azdot.gov)

DBE Supportive Services Program Specialist: Jamie Graves, [jgraves2@azdot.gov](mailto:jgraves2@azdot.gov)

1135 N. 22nd Avenue, 2nd Floor Mail Drop 154A Phoenix, AZ 85009 Phone: (602) 712-7761 Fax: (602) 712-3711

Website: <http://www.azdot.gov> Uniform Certification Program website: [www.azdbe.org](http://www.azdbe.org)



# ***This year's conference is Even Better!***

## **Let's get down to business!**

Tuesday, April 24, 2007

7:30 AM -- 5:00 PM

Registration

7:30 AM -- 8:30 AM

Buffet Breakfast with Conference Welcome

Start your day with a good meal and a chance to meet ADOT Director, Victor Mendez. Mr. Mendez is scheduled to give the official welcome at 8:00 AM.

8:30 AM -- 10:00 AM

Concurrent Breakout Sessions

### **Are You Covered? Understanding Liability Insurance**

Tim Henward, CIC, CLCS Minard Ames

### **Estimating and Bidding**

Richard Bowles, Progressive Training Consultants

10:15 AM -- 11:45 AM

Concurrent Breakout Sessions

### **Planning for Business Success**

Anson J. Arviso, ABC Consulting, Inc.

### **The Building Blocks of Bonding**

Dan Walsh, Account Executive, Minard Ames

11:00 AM -- 2:00 PM

### **2007 Networking Matchmaker**

Work the room! Here is your chance to meet prime contractors and government buyers in one place. Find your contact, opportunity, and niche. This event is free and open to the public. Refreshments will be served.

Brought to you by Joe Donato, Donato Consulting, (520) 731-8154

2:00 PM - 3:15 PM

Concurrent Breakout Sessions

### **Providing Affordable Health and Fringe Benefits**

Presented by Healthcare Group of Arizona.

### **Project Control—Costs, Time, and Resources**

Dave Richards, Chief Estimator, Granite Construction

3:30 PM-5:00 PM

Concurrent Breakout Sessions

### **Exceed Client Expectations! Marketing Done Right**

Patti Tellez, Kuniklo Corporation

### **Cost Management**

Richard Bowles, Progressive Training Consultants

**Wednesday, April 25, 2007**

7:30 AM -- 2:00 PM

Registration

8:00 AM -- 9:15 AM

### **Breakfast Session: The ADOT 5-Year Plan**

With Arizona ranked as the fastest growing state in the nation, ADOT has updated its five year plan to meet the highway needs demanded by expansion in the Valley and across the state.

9:30 AM -- 11:30 AM

Concurrent Breakout Sessions

### **Writing Winning Proposals**

Heidi Valisoff, PeopleBuilders

### **Hands-On Bidding Lab—Part One**

Part one of an intense two-part training designed to bring your project staff up-to-date on everything from scouting the job to the take-offs. The lab will walk you through a previously awarded IFB so you can understand how each step works.

Facilitated by Chris Rogers, Granite Construction

11:30 AM -- 1:30 PM

### **“Partnering Through Diversity” Awards Luncheon**

Join us as we recognize the primes and subs who have found success by participating in the Disadvantaged Business Enterprise Program. The luncheon is included in the conference registration price.

Additional tickets are available for \$50. Event is open to the public.

1:45 PM -- 3:45 PM

### **Hands-On Bidding Lab—Part Two**

Part two resumes with marketing, reviewing closed bids, and negotiating the subcontract. Facilitated by Chris Rogers, Granite Construction

### **How to Do Business with the State of Arizona**

Arizona State Procurement Office & ADOT Procurement Office



***Find your fit at the  
Networking  
Matchmaker  
Tuesday, April 24, 2007  
11:00 – 2:00 PM  
Hyatt Regency Phoenix***



***Partnering Through Diversity  
Awards Luncheon  
Celebrate success  
in the DBE Program!***

Wednesday, April 25th  
11:30 – 1:30 PM  
Hyatt Regency Phoenix  
Additional tickets \$50  
(602) 712-7761

### ***Don't miss the Hands-On Bidding Lab!***

This intense, two part session will cover topics such as:

- Recognizing the opportunity
- Collecting the bid documents
- Qualifying with the prime
- Understanding terms and conditions
- Reading plans and specs
- Take-offs and estimating
- Marketing to primes
- Reviewing closed bids
- Negotiating the subcontract

***Wednesday, April 25th, at the  
Partnering Through  
Diversity Conference***



# Partnering Through Diversity ADOT Annual DBE Conference

**April 24-25, 2007**

**Hyatt Regency Phoenix at Civic Plaza, 122 N. 2nd Street, Phoenix, Arizona 85004**



## CONFERENCE REGISTRATION

Please mark your selection.

- ☐ **Full Conference Registration** **\$150 per Company**  
Registration fee includes conference materials and admission to all scheduled events and meals for up to two (2) company representatives. Registration is due by Friday, April 13<sup>th</sup>.

- ☐ **Additional Person Conference Registration** **\$100 per Person**  
This is only available to companies who have at least one full conference registration. Additional person fee includes conference materials and admission to all schedule events and meals for one additional person per company. Registration is due by Friday, April 13<sup>th</sup>.

- ☐ **Network Matchmaking Event Exhibit Table** **FREE**  
Exhibit tables will be provided to prime contractors, prime consultants, and governments who wish to network with DBE firms who may be able to participate in business opportunities with their organizations. The matchmaker event will be held on Tuesday, April 24, 2007, from 11:00 a.m. to 2:00 p.m.

- ☐ **Partnering Through Diversity Awards Luncheon** **\$50 per Person OR \$500 per Table of 10**  
Awards Luncheon registration is included with Full Registration and Additional Person Registration.  
Additional dinner tickets are available for separate purchase.

**On-Site Registration is required after Friday, April 13<sup>th</sup>.** Please call Jamie Graves for availability, (602) 712-7761.

## Company Information

Company: \_\_\_\_\_  
Address: \_\_\_\_\_ City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_  
Phone: \_\_\_\_\_ Fax: \_\_\_\_\_  
Email: \_\_\_\_\_ Website: \_\_\_\_\_

## Conference Participants

Name: \_\_\_\_\_ Title: \_\_\_\_\_ Fee: \$150  
Name: \_\_\_\_\_ Title: \_\_\_\_\_ Fee included  
Additional Participant  
Name: \_\_\_\_\_ Title: \_\_\_\_\_ Fee: \$100

Exhibit Table Free

### Additional Awards Luncheon Tickets

\_\_\_\_\_ # persons @ \$50 per person \$ \_\_\_\_\_  
\_\_\_\_\_ # tables @ \$500 per table of 10 \$ \_\_\_\_\_

Total payment due: \$ \_\_\_\_\_

## PAYMENT INFORMATION

Registration payments must be in the form of a check or money order only. Please make check payable to "Associated Minority Contractors of America" and send with completed registration forms to ADOT DBE Supportive Services Program:

ADOT Civil Rights Office  
DBE Supportive Services Program  
1135 N 22nd Avenue, Second Floor  
Phoenix, AZ 85009  
Fax: (602) 712-3711